

Office of Enterprise Development

GSA's advocate for today's small, minority,
and women business owners

GSA's Regional Structure

11 Regional Offices

Boston, MA

Ft. Worth, TX

New York, NY

Denver, CO

Philadelphia, PA

San Francisco, CA

Atlanta, GA

Auburn, WA

Chicago, IL

Washington, DC

Kansas City, MO

Small Business Centers are located in these 11 major metropolitan cities, including a satellite center in Los Angeles, CA.

Top Ten Federal Agencies

FY 1999 Total Procurement Dollars

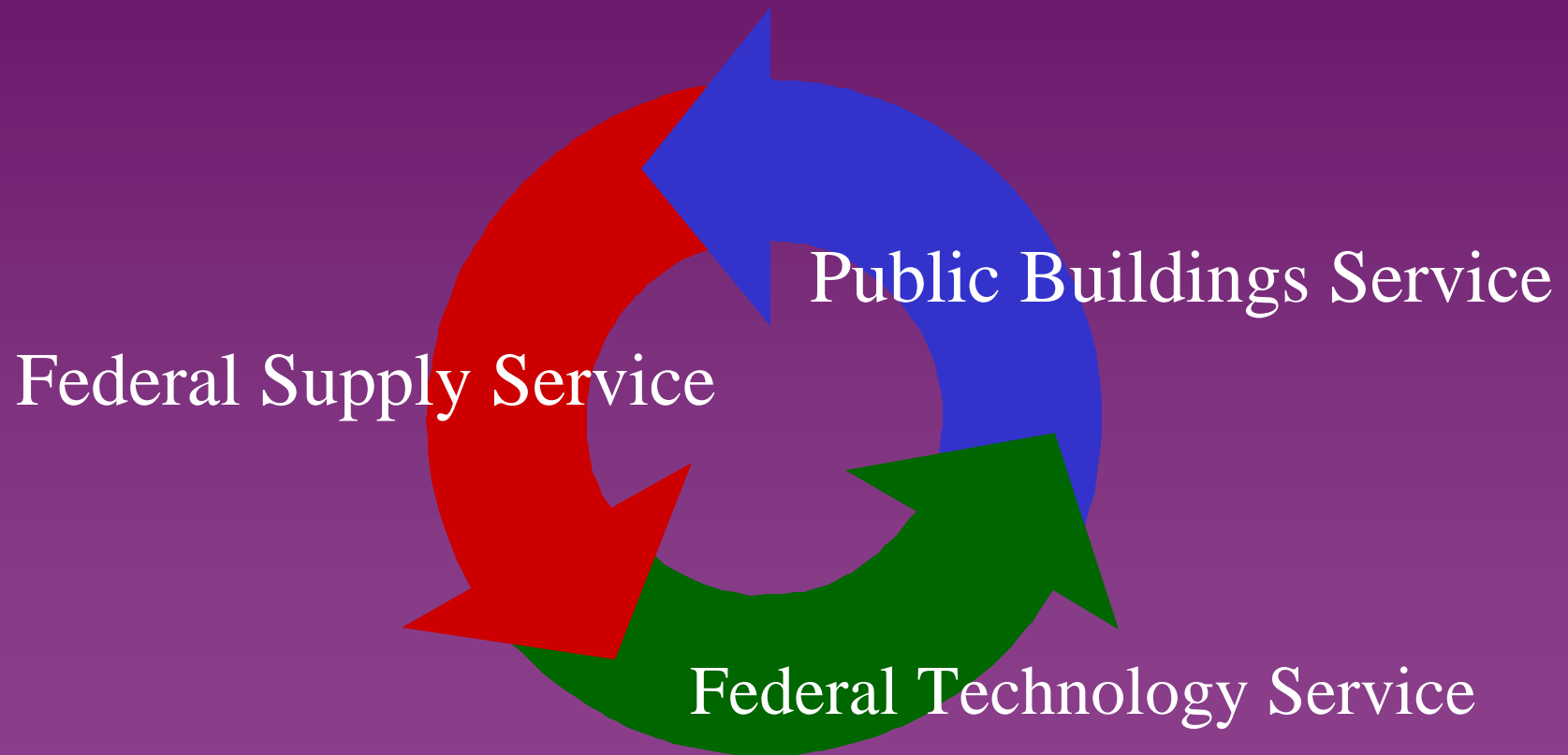
(dollars in billions)

AGENCY	TOTAL PROCUREMENT DOLLARS
1. Department of Defense	\$119.6
2. Department of Energy	\$15.5
3. NASA	\$11.0
4. General Services Administration	\$8.4
5. Department of Health and Human Services	\$4.8
6. Department of Veterans Affairs	\$3.7
7. Department of Justice	\$3.6
8. Department of Agriculture	\$3.5
9. Department of the Treasury	\$2.1
10. Department of Transportation	\$1.7

Source: Federal Procurement Data Center (FPDC)

As of 12/31/99

GSA's Three Business Lines



Federal Supply Schedules Program Statistics

- Over 154 schedules covering various commodities and services
- \$10 billion program
- 7,000 schedule contract holders
- 5-year with 1 five-year option period

GSA/FSS

Federal Supply Schedule Program

- FSS Schedules Information Center: (703) 305-6477
Walk-in assistance: 1941 Jefferson Davis Highway,
(Crystal Mall Building 4), Room 104, Arlington, VA
Written inquiries: General Services Administration, Federal
Supply Service Information Center (FML), Washington, DC
20406
- Bi-monthly IT Workshop: “*How to Prepare a Quality Offer*”; register on-line at <http://pub.fss.gsa.gov/it/>
- OED Monthly Briefing: “*How to Become a Federal Supply Schedule Contract Holder*”; register by calling
(202) 501-1021

Group 70 Information Technology (IT) Schedule

- Website: <http://pub.fss.gsa.gov/it/>
- Contracting Activity:
IT Acquisition Center, (703) 305-3038,
<http://pub.fss.gsa.gov/it/>
- IT Statistics FY 1999:
 - 2,045 IT Schedule Contract Holders
 - 79% small, 25% minority, and 8% women-owned
 - 20 new vendors added each week



Federal Technology Service

- FY 1998 Sales: \$3.5 billion; anticipate \$4 billion in FY 1999
- FAST Program:
 - 228 certified 8(a) firms with IDIQ contracts
 - List of FAST awardees:
<http://www.gsa.gov/iti/fast/>

GSA's Current Small Business Program Initiatives

- National OED/FSS Briefing on “*How to Become a Federal Supply Schedule Contract Holder*”
 - Briefings held in FY 1999
- Expansion of OED's Vendor Profile Database
 - Search by location and SIC code

GSA's Current Small Business Program Initiatives

- Women-owned Business Program
 - GSA/SBA MOU
 - 5 percent goal
 - Annual *Access to Success* women's program held annually in March to commemorate *Women's History Month*

GSA's Current Small Business Program Initiatives

- Aggressive Outreach Program
 - Which includes workshops, conferences, seminars, expos, networking sessions (Information Technology Services, Construction Projects, and Telecommunications Services)
- GSA's Memorandum of Understanding with SBA under the 8(a) Program

GSA's Current Small Business Program Initiatives

- Model Subcontracting Plan
- Subcontracting Program/Compliance Reviews
- Annual Workshop on “*Subcontract Report Process for GSA's Prime Contractors*”
- GSA's Subcontracting Directory

GSA's Current Small Business Program Initiatives

- Mentor-Protégé Program
- Annual *Access Awards* Ceremony
- OED Associates Program
- Developed factsheet for identifying sources for small, minority, and women business owners
- Cascading Video

GSA's Current Small Business Program Initiatives

- Stronger emphasis on partnering, building alliances, and networking
- Enhanced communication about events targeted for small business constituency through:
 - OED's website
 - Toll-free Number

GSA's Current Small Business Program Initiatives

- Publications designed to assist the small business community in their marketing efforts:
 - *WEBLinks* Card
 - *ACCESS* Cards
 - OED's Marketing Brochure
 - *Doing Business with GSA*
 - Subcontracting Directory

GSA's Current Small Business Program Initiatives

- Publications designed to assist the small business community in their marketing efforts:
 - Forecast of Contracting Opportunities
 - *Marketing Strategies and Techniques* brochure
 - *Listing of Commodities and Services*
 - *FSS Vendor Guide*
 - Publications issued by the various GSA buying activities



General Services Administration
Small Business Programs
Reaching Out to Help!

Office of Enterprise Development

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(202) 501-1021

Toll Free Number: 1-888-OED-IGSA
(1-888-633-4472)

GSA Homepage: <http://www.gsa.gov>